

## Message Text

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ACTION EB-11

INFO OCT-01 EUR-25 NEA-10 ISO-00 CAB-09 CIAE-00 COME-00

DODE-00 DOTE-00 INR-10 NSAE-00 RSC-01 FAA-00 TRSE-00

XMB-07 OMB-01 L-03 MC-02 ACDA-19 AF-10 DRC-01 /110 W

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R 251455Z MAR 74

FM AMEMBASSY BEIRUT

TO SECSTATE WASHDC 7068

INFO AMEMBASSY ABU DHABI

AMEMBASSY CAIRO

AMEMBASSY KUWAIT

AMEMBASSY LONDON

FAA BRUSSELS UNN

USINT DAMASCUS

AMEMBASSY PARIS

C O N F I D E N T I A L BEIRUT 3433

DEPT PASS COMMERCE FOR COHEN AND EXIMBANK

EO 11652: GDS

TAGS: ETRN, SY

SUBJECT: SYRIAN ARAB AIRLINES

REF; BEIRUT 2509 AND 1161

SUMMARY: DOUGLAS AIRCRAFT COMPANY TEAM VISITED DAMASCUS  
OVER THE WEEKEND AND INDICATE SYRIAN ARAB AIRLINES MAY  
PLACE AN ORDER FOR THREE WIDEBODIED AIRCRAFT WITHIN VERY  
NEAR FUTURE. TEAM'S REACTION IS THAT SYRIAN ARAB CONTRACTUAL  
NEGOTIATIONS THREE NEW BOEING 707-320C'S HAVE NOT MOVED FORWARD.  
END SUMMARY.

1. SANFORD MCDONNELL, MCDONNELL DOUGLAS PRESIDENT,  
HEADED FIVE-MAN TEAM WHICH CALLED ON SYRIAN ARAB AIRLINES  
CHAIRMAN ASSAAD MOUKAYED AND MAGING DIRECTOR AHMAD ANTAR  
MARCH 23 TO PROMOTE MISONNELL DOUGLAS DC-10 WIDEBODIED  
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TRIJET. ACCORDING GEORGE POHLE, DOUGLAS AIRCRAFT COMPANY

DIRECTOR MIDDLE EAST, AND H.C. MCMILLAN, DIRECTOR OF PRODUCT SUPPORT (LONG BEACH), WHO WERE PART OF TEAM, SYRIAN ARAB OFFICIALS INDICATED THAT AIRLINE HAS APPARENTLY DECIDED NOT FINALIZE CONTRACT WITH THE BOEING COMPANY COVERING THREE NEW 707-320C'S (SEE REFTTEL 2509). THE AIRLINE HAS APPARENTLY SOLVED ITS INTERIM CAPACITY PROBLEM BY WETLEASING (INCLUDING FLIGHT CREWS) TWO BRITISH AIRWAYS BOEING 707-436'S FOR TWO YEARS COMMENCING APRIL 1, 1974; AND IS CONCENTRATING ON ACQUISITION THREE NEW WIDEBODIED AIRCRAFT. MOUKAYED INDICATES AIRLINE MAY MAKE SELECTION AND GO-AHEAD DECISION AS EARLY AS NEXT WEEK; AND THEREFORE WELCOMES FINAL DOUGLAS PROPOSAL.

2. DOUGLAS ACCORDINGLY SUBMITTING PROPOSAL TO AIRLINE MARCH 28 COVERING THREE DC-10 SERIES 30'S (POWERED BY GE CF6-50C ENGINES) VALUED AT APPROXIMATELY \$88-90 MILLION, INCLUDING SPARES FOR DELIVERY COMMENCING SEPTEMBER 1975. AIRLINE INDICATES IT HAS ALREADY MADE PRELIMINARY EVALUATION DC-10-30, AIRBUS INDUSTRIE A-300B4, LOCKHEED L-1011 TRISTAR (AND POSSIBLY BOEING 747 SP). AIRCRAFT WOULD BE DEPLOYED (3,000 REVENUE HOURS PER AIRCRAFT PER YEAR) ON ALL PRESENT SECTORS OF SYRIAN ARAB'S ROUTE NETWORK AND ON POSSIBLE FUTURE EXPANSION ROUTES TO MADRID; CASABLANCA VIA TRIPOLI AND ALGIERS; TOKYO VIA KABUL AND PEKING; WEST AFRICAN POINTS ABIDJAN, LAGOS, KANO; AND TO NEW YORK (CHARTER OR SCHEDULED) VIA UNSPECIFIED EUROPEAN GATEWAY, PRESUMABLY LONDON.

3. ALTHOUGH POHLE INDICATES AIRLINE WANTED AIRCRAFT TO HANDLE CRITICAL SECTORS BEIRUT-NEW YORK (5,643 STATUTE MILES) AND DAMASCUS-NEW YORK (5,693 MILES) IN CONTEXT POSSIBLE ARAB AIR CARRIER JOINT-SERVICES TO AND FROM NEW YORK, OTHER MEMBERS OF DOUGLAS TEAM STATE AIRLINE HAS EXPRESSED NO SUCH INTENTION. THEREFORE AIRLINE REQUESTS PROPOSAL ON STANDARD DC-10-30 NOT DC-10-30 GLOBAL RANGE WHICH COULD MEET BEIRUT-NEW YORK AND DAMASCUS-NEW YORK NONSTOP SECTORS WITH REASONABLY FULL PASSENGER PAYLOADS.

4. POSSIBILITY EXISTS SYRIAN ARAB BRINGING DOUGLAS (AND POSSIBLY LOCKHEED AND AEROSPATIALE) INTO AIRCRAFT ACQUISITION SCENARIO THIS LATE DATE AS BARGAINING LEVER TO FORCE ADDITIONAL CONCESSIONS FROM BOEING FOR THE THREE NEW 707-320C'S WHICH  
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AIRLINE EARLIER APPEARED TO SELECT. HOWEVER, SYRIAN ARAB MAY HAVE BECOME INCREASINGLY RESPONSIVE TO WAVE OF INTEREST IN WIDEBODIED AIRCRAFT AMONG ARAB CARRIERS AND WISHES TO ENHANCE ITS NEAR TERM COMPETITIVE POSURE; IN LIGHT RELIEF PRESENT CAPACITY PRESSURES DUE WETLEASE BRITISH AIRWAYS 707JS.

5. SYRIAN ARAB SPECIFIES AIRCRAFT DESIRED FROM DOUGLAS AS DC-10-30 POWERED BY GE CF6-50C ENGINES, NOT DC-10-40

POWERED BY PRATT & WHITNEY JTOD-59A'S DUE DESIRE FOR  
COMMONALITY WITH PIA AND EUROPEAN (KSSU, ATLAS) DC-10-30  
OPERATORS.  
GODLEY

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## Message Attributes

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